HAVANA RESULTS.

FIRST RACE, six furlongs: Dancing Star, 38, (Wolstenholm) 7 to 1, 5 to 2 and 6 to 5, won. Archery, 113 (Combelly) 4 to 1, 8 to 5, 4 to 5, second; Tom Hancock, 101, (Ward) 5 to 2, even. 1 to 2, third. Tune, 1c25. Bob Bloscom, Jerry, F. Nino Muchacico, Font, Calethumpian and Hughalso ray.

. and Ray O'Light also ran. EIGHTH BACE, mile and fifty yards: Jabot, 111

According to a census bureau estimate

30 per cent of the deaths in the Unite

MOVING. PACKING, STORING.

Free moving for storage. E. 3343 or N. 3344 SMITE'S TRANSFER & STORAGE CO., 912 S Night Ph. N. 6992.

States are due to heart disease, tubercu losis and pneumonia and more than 6

BREEDING EXPERIMENTS AT THE GENESEE VALLEY FARM MEET WITH APPROVAL OF EXPERTS

Va., show will follow the Charles Town show, and will be held on August 13 and 13, and on the following week, August 23

Still Setting the Pace.

team it has met during its Western trip,

as organized that year.

These numbers mystified some of the

Everybody figured that he had been

What's Become of Dick

had a chance to revive. A \$50,000 purs for Jack Johnson now!

No Five for Fordham.

one has heard from Dick Klegin Jack Johnson announced in Lon-

An experiment which, in the opinion of experts, will have much to do with the future of the horse-breeding industry in the United States, particularly with the production of animals of the cavalry remount type, will be undertaken shortly in the Genessee Valley, in the vicinity of Rochester, N. Y.

The Jockey Club has, through its breeding bureau, donated a number of choicely bred mares to the Genessee Breeders and Farmers' Association, it being stipulated in the deed of gift that they are to be mated with the thoroughbred stallions under control of the bureau and which in the opinion of experts, will have much to do with the future of the undertaking.

When the Jockey Club decided to offer to the farmers and horsebreeders of New York an opportunity to breed to thoroughbred horses of the proper type, the sire tame from the Genessee Valley, in the vicinity of Rochester, N. Y.

The Jockey Club has, through its breeding bureau, donated a number of choicely ready response to the appeal.

There is no doubts concerning the outcome, it is no doubts concerning the outcome of the experiment, for aside from the deed of gift that they are to be mated with the thoroughbred stallions under control of the bureau and which

mated with the thoroughbred stallions to the country, there is a special in-under control of the bureau and which are now located in the valley. As that region is famous for its fertile grass type.

to the country, there is a special in-burnan bein', male or female, black or white, what gets paid, or thinks they're agona get paid for some stunt they pulls region is famous for its fertile grass type.

SCHOLASTIC MEET HAVE FRANCHISE IN TO BE AT LEXINGTON COMMERCIAL LEAGUE

Lexington, Va., March 18.—The fourth annual interscholastic track and field Brewing Company has been given a games given under the auspices of the franchise in the Commercial League, and Lexington, Va., March 18 .- The fourth Washington and Lee University Athletic will try hard to land championship Association, has been announced for honers again this season. "Dick" Moran Dick says that the only reason that NEW HORSE-SHOW DATES. Portner did not lick Washington last

Changes Are Made in Schedule on season was that he did not play the whole season with the team. Virginia Circuit. MADE DAN BROUTHERS. Charles Town, W. Va., March 18.-The

management of the Charles Town Horse Show have succeeded in rearranging some of the dates, and the show in this place will be held on Monday and Tuesday, August 14 and 15, instead of the dates heretofore announced. The Front Royal

• "A short time afterward Jim O'Rourke But 'Jim' bein' a Indian, had enough became manager of the Buffalo club. That was in the early '80's. One of the first things O'Rourke did was to round up Brouthers and offer him a contract. O'Rourke had seen 'big Dan' in action and looked upon him as a diamend in the rough. After some persuasive talk, O'Rourke got Brouthers' signature to the becomes a amateur at once, 'cause it's becomes a amateur at once, 'cause it's The famous Buffalo German basket-ball team has completely outclassed every and in Detroit defeated the equally famous Rayls quint by a one-sided score. The Germans have odd-looking uniforms and 1805 is stamped on the back of each O'Rourke got Brouthers' signature to the contract. What happened afterward is player's jersey, indicating that the team

fans in Detroit, and just at a time when the Germans were raining goals through the net, one fan said to another, "What "That is their high score for a single game," said the second fan. "It looks that Turk out three times," says Tall noodle, tangos around at \$1.50 a night, as if they will break it tonight, don't it?"

A Good Investment.

W. J. Weber, the San Antonio horseman, paid \$200 for the 2-year-old bay the Scotland peak it was telling the boys how rugged and hardy the Scotland people were, and the small and he's made a amateur instanta. However, the special standard of the small peak is the committee to be routed out at once and he's made a amateur instanta. However, the special standard he's made a amateur instanta. However, the special standard he's made a amateur instanta. However, the special standard he's made a amateur instanta, the special standard he's made a samateur instanta. However, the special standard he's made a amateur instanta, the special standard he's made a samateur instanta. However, the special standard he's made a amateur instanta, the special standard he's made a samateur instanta. However, the special standard he's made a amateur instanta, the special standard he's made a samateur instanta. However, the special standard he's made a amateur instanta, the special standard he's made a samateur instanta. However, the special standard he's made a amateur instanta, the special standard he's made a samateur instanta. However, the special standard he's made a samateur instanta, the special standard he's made a samateur instanta. However, the special standard he's made a samateur instanta, the special standard he's made a samateur instanta he's made a samateur instan W. J. Weber, the San Antonio horse-man, paid \$200 for the 2-year-old bay gelding Waremore a short while back. Killifer horned in with the remark that was no wonder the Scotch were bamboosled. Weber thought otherwise.

He has campaigned the animal at Juarez and Wortemore has been a consistent money horse since then. His earnings to date are said to be well over \$2,000.

And the horse cost \$200:

Tinker's Eye Improved.

Tampa. Fla., March 18.—The injury to

Tampa, Fla., March 19.—The injury to Joe Tinker's eye, suffered in an automoexpected to result seriously. Although the eye was giving him some trouble todon, on February II: "Dick Klegin has offered me \$50,000 to meet either Sam Langford or Sam McVea in South delphia America." When the news of his "offer" to Johnson reached Dick, he probably collapsed so completely that he hasn't had a change the same of the Petersburg, where they played the Phila-delphia Nationals in the first exhibition game of the season between major league

At the baseball meeting of the Baltic Athletic Club held Saturday evening, $V_{\rm s}$ Gerardi was elected manager for the New York, March 19—Basketball as a coming season and Eddie Tomlin named captain of the team. All fast teams in this vicinity desiring games address street.

REPORT OF THE CONDITION

COMMERCIAL NATIONAL BANK

At Washington, in the District of Columbia, at the close of business on

	The state of the s	
	RESOURCES.	
1	a Leans and discounts (except those shown on b)	4
	Total Joses	
1	Overdrafts unsecured, \$10,795.92.	
	a L > bonds deposited to secure circulation (par value)	5
	b U. S. bounds pledged to secure U. S. deposits (par value)	9
	\$ U.S. bonds deposited to secure circulation (par value). \$750,000 to 5 U.S. bonds niedzed to secure U.S. deposits (par value). 75,000 to 75,000 t	5
	Total U. S. bonds.	
4	Deports and and address of a	
	a Bonds other than U.S. bonds pledged to secure U.S. deposits. \$254,150.00 b Bonds other than U.S. bonds pledged to secure postal savings deposits. 40,692.17 c Bonds and securities pledged as collateral for State or other denosits from	
	b Bonds other than U.S. bonds pledged to secure postal savines deposits in contra	-
	c Bonds and securities pledged as collateral for State or other deposits (pos-	
	tal excluded or bills payable. 945,63358 c Securities other than U. S. bonds (not including stooks) owned unpledged 19,0000	3
5.	Total bonds securities etc. Stocks other than Federal reserve bank stock.	. 1,4
	a Subserviction to stock of Poloral masses bank	1
	a Subscription to stock of Federal reserve bank \$75,000000 b Less amount unpaid \$7,500.00	,
	\$20,000)
Ř.		- 3
٨.	Net amount due from Pederal reserve bank	2.9
	a Net amount due from approved reserve agents in New York, Chicago and St. Louis. 506,436 in	
1	Net amount due from banks and bankers (other than included in 10 or 11)	. 4
	Exchanges for clearing house. Other checks on banks in the same city or town as reporting bank.	. 2
	Other checks on banks in the same city or town as reporting bank. a Outside checks and other cash items. \$27.68.25	
,,,	b Fractional currency, nickels and cents. 32.68.5	
, .	Chin and application	. 7
8	Coin and certificates	
		- 0
9.	Redemption fund with U. S. Trassurer and due from U. S. Treasurer	
9.	Redemption fund with U. S. Treasurer and due from U. S. Treasurer	
0.	Redemption fund with U. S. Trassurer and due from U. S. Trassurer. Total LIABILITYES	\$9,2
9.	Redemption fund with U. S. Trassurer and due from U. S. Trassurer. Total LIABILITIES. Capital stock paid in	\$9,2 \$
2.	Redemption fund with U. S. Trassurer and due from U. S. Trassurer. Total LIABILITIES. Capital stock paid in	\$9,2 \$
D.	Redemption fund with U. S. Trassurer and due from U. S. Trassurer. Total LIABILITIES. Capital stock paid in	\$9,2 \$
2.	Redemption fund with U. S. Trassurer and due from U. S. Treasurer Total LIABILITIES. Capital stock paid in Surplus fund. Undivided profits. Sizy60 66 a Reserved for taxes 15.56 22 b Reserved for interest. 10.768 57	\$9,2
2.	Redemption fund with U. S. Trassurer and due from U. S. Treasurer Total LIABILITIES. Capital stock paid in Surplus fund. Undivided profits. Sizy60 66 a Reserved for taxes 15.56 22 b Reserved for interest. 10.768 57	\$9,2
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2.	Redemption fund with U. S. Trassurer and due from U. S. Treasurer. Total LIABILITIES. Capital stock paid in. Surplus fund. Undivided profits. a Reserved for taxes. B Reserved for interest. C Less current expenses, interest and taxes paid. Circulating notes outstanding. Due to banks and bankers tothers than included in S. co. 200.	\$9,2
2.	Capital stock paid in Stressurer and due from U. S. Tressurer	\$9,2
2	Redemption fund with U. S. Trassurer and due from U. S. Treasurer. Total LIABILITIES. Capital stock paid in Surplus fund. Undivided profits. Reserved for taxes i5.56 22 b Reserved for taxes i5.56 22 c Less current expenses, interest and taxes paid 0.309 31 Circulating notes outstanding. Due to banks and bankers (others than included in 35 or 39). Dividends unpaid. Downand denosits:	\$9,2 \$7,5 5 4 1,2,0
9	Redemption fund with U. S. Trassurer and due from U. S. Treasurer. Total LIABILITIES. Capital stock paid in Surplus fund. Undivided profits. a Reserved for taxes. b Reserved for interest. 10,768 97 c Less current expenses, interest and taxes paid Circulating notes outstanding. Due to banks and bankers (others than included in 25 or 29). Demand. deposits: Demand. deposits:	\$9,2 \$7,5 \$1,0 \$1,0 \$1,0 \$1,0 \$1,0 \$1,0 \$1,0 \$1,0
2. E.E	Redemption fund with U. S. Trassurer and due from U. S. Treasurer. Total LIABILITIES. Capital stock paid in. Surplus fund. Undivided profits. S12.661.66 a Reserved for taxes. b Reserved for interest. 10.768.97 Circulating notes outstanding. Due to banks and bankers (others than included in 35 or 26) Dividends unpaid. Demand deposits: Individual deposits subject to check. Certificates of deposit due in less than 30 days.	\$9,2 \$7,5 \$4 - 1,7 - 2,0
2	Redemption fund with U. S. Trassurer and due from U. S. Treasurer. Total LIABILITIES. Capital stock paid in Surplus fund. Undivided profits. a Reserved for taxes. b Reserved for interest. Liabital stock paid in 512.961.66 a Reserved for interest. 10.768.77 c Less current expenses, interest and taxes paid. Circulating notes outstanding. Due to banks and bankers (others than included in 38 or 39). Dividends unpaid. Demand deposits: Individual denosits subject to check. Certificates of deposit due in less than 33 days. Certified checks. Cashier's checks outstanding.	\$9,2 5 5 4 - 1 - 7,0 - 2,0
a sale and a sale and a	Redemption fund with U. S. Trassurer and due from U. S. Treasurer. Total LIABILITIES. Capital stock paid in Surplus fund. Undivided profits. Reserved for taxes. Else Capital stock paid in Surplus fund. Undivided profits. Reserved for interest. Liabilities. Si2.961.66 a Reserved for interest. Liabilities. Si2.961.66 Si46.973.86 Circulating notes outstanding. Due to banks and bankers (others than included in 35 or 39). Dividends unpaid. Demand deposits: Individual deposits subject to check. Certified specks. Cashier's checks outstanding. United States decosoits.	\$9,2 5 5 4 1 7,2,0
a sale and a sale and a	Redemption fund with U. S. Trassurer and due from U. S. Treasurer. Total LIABILITIES. Capital stock paid in Surplus fund. Undivided profits. 312.661.66 a Reserved for taxes. 15.545.22 b Reserved for interest. 10.768.77 c Less current expenses, interest and taxes paid. Circulating notes outstanding. Due to banks and bankers (others than included in 28 or 29) Dividends unpaid. Demand deposits: Individual decosits subject to check. Certificates of deposit due in less than 30 days. Certificate of deposit on less than 30 days. Certified checks. Cashier's checks outstanding. United States deposits.	\$9,2 \$7,5 \$4 1,2,0
· 放工 、 放工 及其是人类。	Ecdemption fund with U. S. Trassurer and due from U. S. Treasurer. Total LIABILITIES. Capital stock paid in. Surplus fund. Undivided profits. Size 60 66 Reserved for taxes. Discourse interest. Less current expenses, interest and taxes paid. Circulating notes outstanding. Due to banks and bankers (others than included in 35 or 26). Dividends unpaid. Demand deposits: Individual deposits subject to check. Certificates of deposit due in less than 30 days. Cashier's ghecks outstanding. United States deposits. Cashier's ghecks outstanding. United States deposits. Deposits requiring notice, but less than 30 days. Total demand deposits. Expenses and Size of Size o	\$9,2 \$7,5 \$4 1,2,0
· · · · · · · · · · · · · · · · · · ·	Redemption fund with U. S. Trassurer and due from U. S. Treasurer. Total LIABILITIES. Capital stock paid in Surplus fund. Undivided profits. Reserved for taxes. Besserved for interest. Circulating notes outstanding. Circulating notes outstanding. Due to banks and bankers (others than included in 28 or 29) Dividends unpaid. Demand deposits: Individual decosits subject to check. Certificates of deposit due in less than 30 days. Certified checks. Cashier's checks outstanding. United States deposits. Postal savings deposits. Postal savings deposits. Total demand deposits, items 25, 33, 34, 25, 55, 37, 38 and 39. SAJ35,312 ST	\$9,2
the same and the s	ElaBilities Liabilities Liabi	\$9,2 \$5,5 \$1, 7, 2,0
the same and the s	ElaBilities Liabilities Liabi	\$9,2 \$5,5 \$1, 7, 2,0
the same and the s	ElaBilities Liabilities Liabi	\$9,2 \$7, 5 1, 2,0 1,3
the state of the s	ElaBilities Liabilities Capital stock paid in Surplus fund. Undivided profits. a Reserved for taxes. b Reserved for interest. Circulating notes outstanding. Circulating notes outstanding. Due to banks and bankers (others than included in 28 or 29). Dividends unpaid. Demand deposits: Individual decosits subject to check. Certificates of deposit due in less than 30 days. Certificate superior expenses, interest and taxes paid. Dividends unpaid. Demand deposits: Individual decosits subject to check. Certificate of deposit due in less than 30 days. Total demand deposits. Postal savings deposits. Postal savings deposits. Total demand deposits, items 26, 33, 34, 25, 37, 38 and 39. Sijus, 33, 35, 35, 37, 38 and 39. Sijus, 35, 35, 30 certificates of deposits. Certificates of deposits. Total demand deposits, items 26, 31, 34, 35, 35, 37, 38 and 39. Sijus, 35, 35, 30 certificates of deposits of deposits. Total of time deposits. Total of time deposits. Total of time deposits, items 40, 41 and 42. Sijus, 36, 36, 36, 36, 36, 36, 36, 36, 36, 36	\$9,2 \$1,2 1,3 1,3
D. 电压电	ElaBILITIES Capital stock paid in Surplus fund. Undivided profits. a Reserved for taxes. b Reserved for interest. Circulating notes outstanding. Circulating notes outstanding. Due to banks and bankers (others than included in 28 or 29). Circulating deposits: Individual deposits subject to check. Certificates of deposit due in less than 30 days. Certificate so deposits outstanding. United States deposits. Deposits requiring notice, but less than 30 days. Total demand deposits, items 20, 33, 34, 35, 37, 38 and 39. Sills,372 67 Certificates of deposits. Total demand deposits, items 20, 33, 34, 35, 37, 38 and 39. Sills,372 67 Certificates of deposits. Certificates of deposits. Total demand deposits, items 20, 33, 34, 35, 37, 38 and 39. Sills,372 67 Certificates of deposits. Total demand deposits, items 20, 31, 34, 35, 37, 38 and 39. Sills,572 67 Certificates of deposits. Total of time deposits, items 40, 41 and 42. Sille,500 68 38 Rediscounts with Federal reserve bank. 1256,387 76 1256,389 76 1256,389 76 1256,389 76 1256,389 76 1256,389 76 1256,389 76	\$9.2 \$7. 5 4. 1. 7. 7. 2.0 2.66 2.66 3.3
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The selection of the late of t	ElaBILITIES Capital stock paid in Surplus fund. Undivided profits. a Reserved for taxes. b Reserved for interest. Circulating notes outstanding. Circulating notes outstanding. Due to banks and bankers (others than included in 28 or 29). Circulating deposits: Individual deposits subject to check. Certificates of deposit due in less than 30 days. Certificate so deposits outstanding. United States deposits. Deposits requiring notice, but less than 30 days. Total demand deposits, items 20, 33, 34, 35, 37, 38 and 39. Sills,372 67 Certificates of deposits. Total demand deposits, items 20, 33, 34, 35, 37, 38 and 39. Sills,372 67 Certificates of deposits. Certificates of deposits. Total demand deposits, items 20, 33, 34, 35, 37, 38 and 39. Sills,372 67 Certificates of deposits. Total demand deposits, items 20, 31, 34, 35, 37, 38 and 39. Sills,572 67 Certificates of deposits. Total of time deposits, items 40, 41 and 42. Sille,500 68 38 Rediscounts with Federal reserve bank. 1256,387 76 1256,389 76 1256,389 76 1256,389 76 1256,389 76 1256,389 76 1256,389 76	\$9,2 \$7,5 1,3 1,3 1,3 1,3 1,3

true, to the best of my knowledge and belief.

Correst-Attest

Subscribed and sworn to before me this 18th day of March, 1816.

PRANK P. HARMAN.

H. KING CORNWELL,

H. BRADLEY DAVIDSON.

GOLDEN DONALDSON.

CHAS. D. OUGLE,

WADE H. ELLIS,

WHAT IS AN AMATEUR?

"Dopey, the little 'frizette' in 34 says, a professional floppin' around right in 'How do you differentiate between a the midst o' the Fla-Fla, professional and amateur?"

"You? You ain't neither amateur nor

gonna get paid for some stunt they pulls off what they claims is great."
"But a amateur, ah, theres the rub!
(Ain't it, Hamlet?) This perplexin' descriptive is a noun, and is derived from two ancient Bulgarian words, Ama, meanin' if you're a athlete you musn't take, touch, jostle, look at, listen to, long

wo ancient Bulgarian words, Ama, meanin' if you're a athlete you musn't take, touch, jostle, look at, listen to, long for, try to slip, sleep in the same room, eat, drink, wrastle, or otherwise associate with anything what looks or sounds like money, and Teur, what means just the same as Ama, only if you do any of the aforementioned things, don't let the committee know it.

"Like all intricate problems, a few samples go with each package.
"F" instance, there's the case o' McLoughlin and Bundy, the great tennis champions. These books' give up their all to prove to the populace that they was right there, but when starvation commenced to stare 'em in the face, and commenced to sta commenced to stare 'cm in the face, and they decided that they'd have, to go to work, up hops the committee and wants to brand 'em professionals. (After all I have did for you, Hortense Hemingway.)

"Or course, you've heard tell of our old friend 'Jim' Thorpe, who, after cleanin' up abroad, was ruled off the track, 'cause the committee found out that when 'Jim' the Troy club,' says the writer. 1.98. Lark, Brown Prince, Palm Loaf and Miss Generative also ran.

SIXTH BACE, one mile: The Pin, '99, (Jenkins) 5 to 1, 5 to 5, 7 to 10, won; Charmeure, 168, (Connelly) 7 to 2, even and 2 to 5, second; Scorpti, 162. (Ward) 4 to 1, 7 to 5, and 1 to 2, third. Time, 1:30 2.5. Tony Fashion, Jessie, 'y, and Lambe Tail also ran.

SEVENTH RACE, mile and a airteenth: Tamerlane, 167, (Connelly) 8 to 5, 1 to 3 and out, won; Dinah Do, III, (Batt) 7 to 2, sren, 2 to 5, second; Queen Apple, 169, (Wolstenholm) 2 to 1, 7 to 10 and out, third, Time, 1:47, Carlton G., and Ray O'Light also ran. serectofore announced. The Front Royal, Show will follow the Charles Town show, and will be held on August 18 and 19, and on the following week, August 25 and 24, the Warrenton. Va., show will be held. The Berryville show remains the same date, August 3 and 10.

Brownian failed in a try-the committee found out that when 'Jim' was a boy he had cat a couple o' the company's dinners in the Chesapeake and held. The Berryville show remains the same date, August 3 and 10.

Brownian failed in a try-the committee found out that when 'Jim' be went back to his old job of laying of his own to decorate the flat.

Some failed in a try-the committee found out that when 'Jim' was a boy he had cat a couple o' the committee found out that when 'Jim' be went back to his old job of laying of his own to decorate the flat.

Some failed in a try-the committee found out that when 'Jim' be was a boy he had cat a couple o' the committee found out that when 'Jim' be was a boy he had cat a couple o' the committee found out that when 'Jim' be went back to his old job of laying of his own to decorate the flat.

The Brouthers had failed in a try-the committee found out that when 'Jim' be went back to his old job of laying on professional.

Some failed in a try-the committee found out that when 'Jim' had end the committee found out that when 'Jim' had on professional beautiful the committee found out that when 'Jim' had on the committee found out that when 'Jim' had committee found out that when 'Jim' had on professional beautiful the committee found out that when 'Jim' had committee found out that when 'Jim'

"In golf its quite different. If a guy is 'ace high' with his stroke and decides to support his family by goin' 48 holes a day, at two 'bucks' per hole, he becomes a amateur at once, 'cause it's pecomes a amsteur at once, 'cause it's ten chances to one that half the commit-

Revenge Is Sweet.

Frank McKenry, the gigantic Scotchman, says he wants to pitch against Wade Keilifer in the practice games at Shreveport. "When I have struck that Turk out three times," says Tall viac, "I shall feel as a struck that Turk out three times," says Tall viac, "I shall feel as a struck that Turk out three times," says Tall viac, "I shall feel as a struck that Turk out three times," says Tall viac.

ZING CONCENTRATING GO KATHODION BRONZE, Pfd. LYNN PHONOGRAPH

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STATEMENT OF THE CONDITION Maryland Life Insurance Company, of Baltimore.

on the 31st day of December, 1915, as required under the District of Columbia Code, amended June 20, 1902, and August 18, 1911. ASSETS.

406,637 3 37,681 8 33,730 T 22,380 X \$3,571,781.4 \$3,542,139 41 LIABILITIES

Net unpaid claims.
Reserve as required by law.
Special reserve for mortality fluctuation.
Salaries, rents, expenses, taxes, etc.
Commissions, brokerage, etc.
Cash dividends remaining unpaid.
Capital stock.
All other liabilities.
Surphus provisionally set aside for feture allotment to deferred dividend policies. 186,268 0 223,396 3 urplus unassegued......

Autoint of risk mesuaed and character of husticess transacted during the year 1915 1,872,500 ft Course sustained during the year 1915.

If 73,865 2 Money received during the year 1915.

Expended during the year 1915.

DOUGLEAS H. BASES. Provident DOUGLAS H. ROSE, Prosident. JOHN W. HANSON, Secretary. Subscribed and sworn to before me this 18th da: f March, 395. (Scal.) MURRAY HANSON, No ary Public, Baltimore, Md.

ROOMS AND BOARD. HMS H ST. NW.-SINGLE ROOM, SECOND floor frea; porch, bath, hot water; select sur resendings; culaine the best.

26 E ST. NW.-LARGE, CLEAN BOOM, SUIT able for two; porch, bath, hot water; sele sundings; cuisine the best. CLAIRVOYANTS.

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JONES-KESSLER RUBBER TIRE CO.

"G" TREAD TIKES-MARATHON TIRES, 605-612 E st. Phone M. 1961. IEL 14th st. Phone N. 4509.

WILSON-GOUCHER TIRE CO.-

PEDEBAL AUTO SUPPLY CO.

AUTO SERVICE CO.

B. F. ZIMMERMAN—

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CONTAINING THE NAMES AND ADDRESSES OF THE WASHINGTON DEALERS OF WELL-KNOWN PLEASURE AUTOMOBILES, MOTOR TRUCKS, ACCESSORIES AND SUPPLIES.

Herald readers who fail to find in this feature what they desire or who want any further information about the cars or dealers listed below will receive this information by clipping and mailing the coupon below.

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THE.

By "SI" GROGAN. CROW MOTOR SALES CO .-819 12th st. nw. Under the name of the Circle Tire Com Phone Main 1196 oany, Richard Israel, who has been in EMPIREhas taken the agency for the Miller Tire.

Perry Kinyous, formerly with the Rec-ord Auto Company, hereafter will handle the Allen car for the Motor and Tire

He has leased a salesroom at 1214 Four-

eenth street, just above Thomas Circle

E. H. Johansen, manager of the United States Thre Company, predicts that, de-spite the car shortage and the conse-quent loss of sales by dealers, which, of course, means less tires sold, that the coming season will fur exceed all past ecords in volume of tire business done

How much is a second-hand car worth? This question has been asked ever since the automobile industry reached the dig-nity of a business. Naturally, the answer to the question would be only so much as it can be resold for. Be this as it may. It does not always follow that this is all

that will be allowed for it as part payment for a new machine.

Many dealers adhere to the rule that

"THE BURGER M

"III's Fourteenth et." hany dealers adnere to the rule that they will only accept a used machine as part payment on a new car for the amount that it will bring on resale. In fact, some of these dealers refuse to make a flat allowance. They will agree to take the car to sell and ilet the sale price apply on the purchase price of a new car.

There are others, however, who seem to think that a sale is a sale and simply because the prospective purchaser will not accept the true value for his ma-chine instead of placing an exhorbitant one on it, they must allow him, if not all, most everything that he asks.

PACKARD-Naturally the used car is worth more THE LUTTRELL CO. its owner than to anyone else. He probably still has a certain amount in vested in the car that he does not figure his use from the machine has paid for PAIGE-DETROIT-Naturally this unused equity is value to him, but not to anyone else. The buyer will pay what the car is worth to THE SELBY CO. him and no more. The question of exhorbitant allowances for second-hand machines has become more or less of an PIERCE-AEROW-

In a number of instances the dealer has allowed his enthusiasm to make a sale get the better of his judgment, and after the deal was closed and he had had time to think it over found that all his efforts in swinging the deal had re-sulted in but very little, if any, profit. Actually figuring after giving the service to which every purchaser of a machine is either entitled to by right or at least feels that should go with the sale of the machine the agent has been out PULLMAN-KING

Second-hand cars are a problem, money is tied up in them and oftentimes it remains there for a cousiderable length of time. While this money is tied up in this manner it is bringing in no return. Also, a second-hand car occupies just as much space as a new machine. There are some people who when in the Phone N. SE. There are some people who when in the market for a car do not stop to go into the merits of the machine they have in mind. If the agent will agree to allow sufficient for their old machine that is all they sek. It is the big idea in their

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KOEHLER-CROW MOTOR SALES OO., Phone M. 1196

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